

1/19

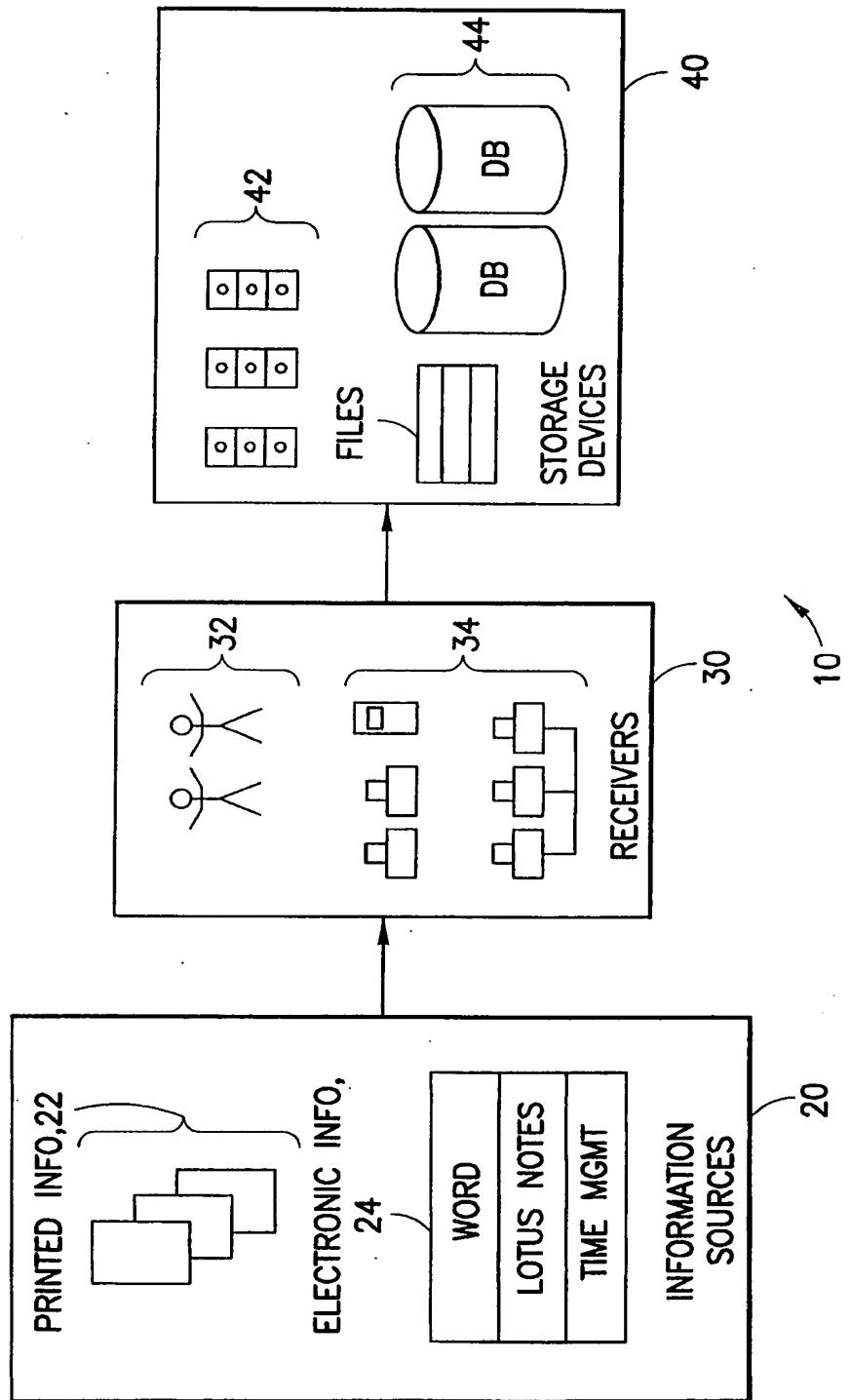
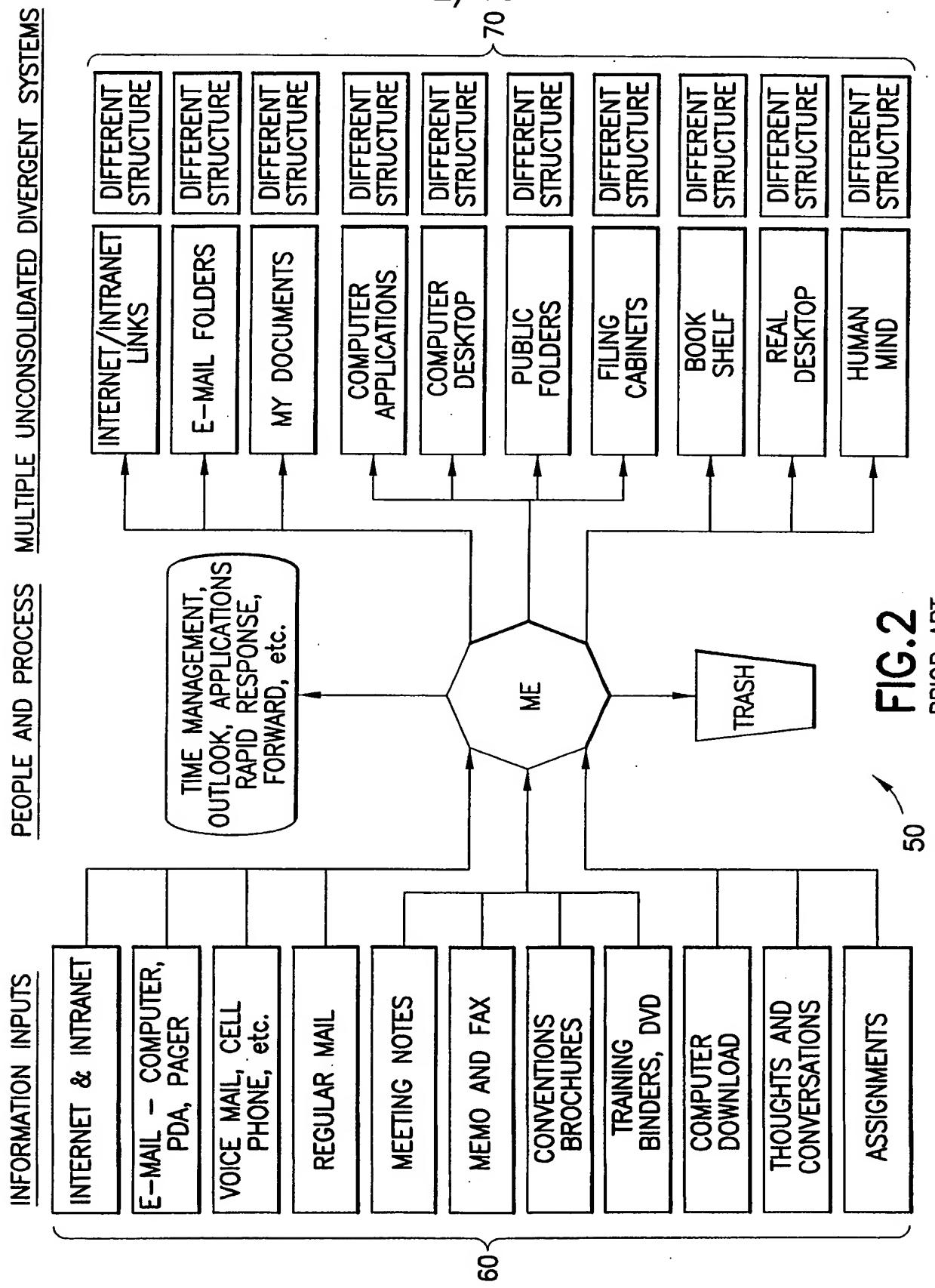


FIG. 1
PRIOR ART

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70



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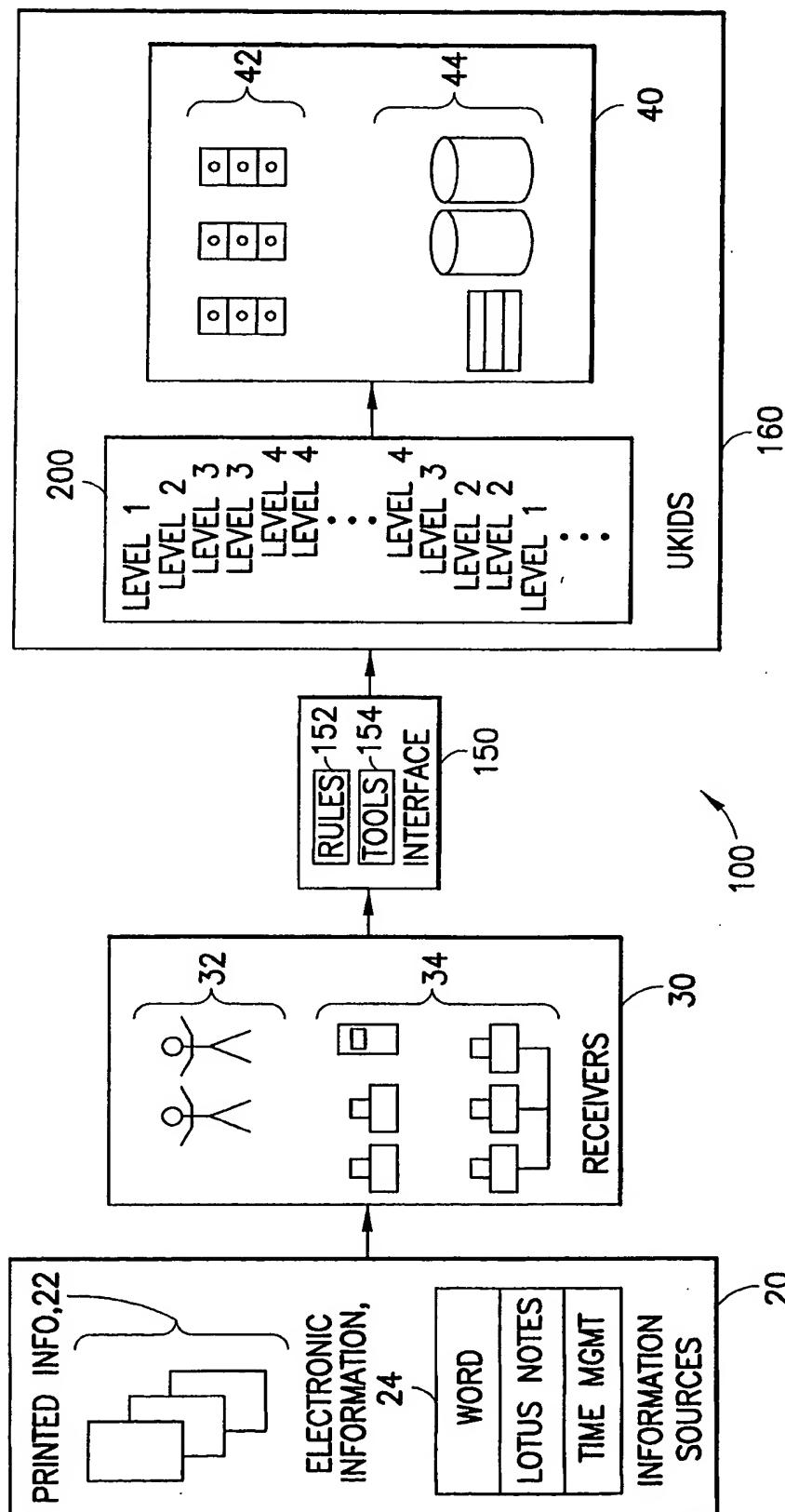


FIG.3

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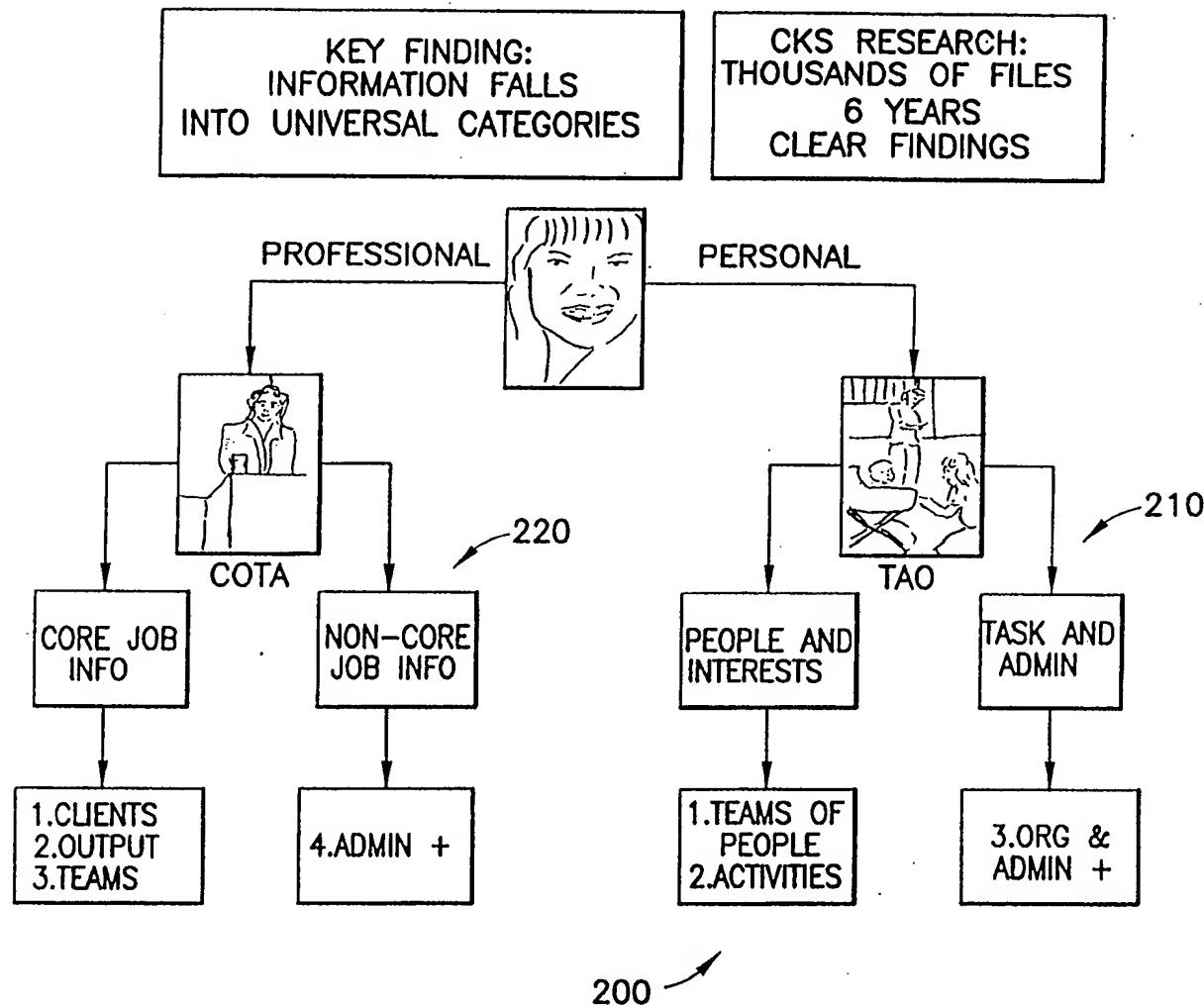


FIG.4

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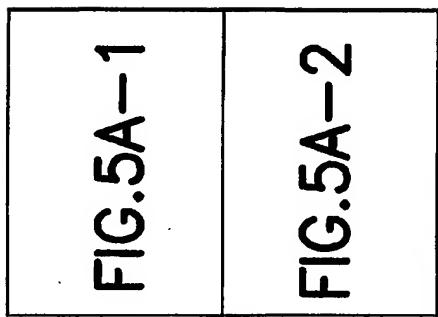


FIG.5A

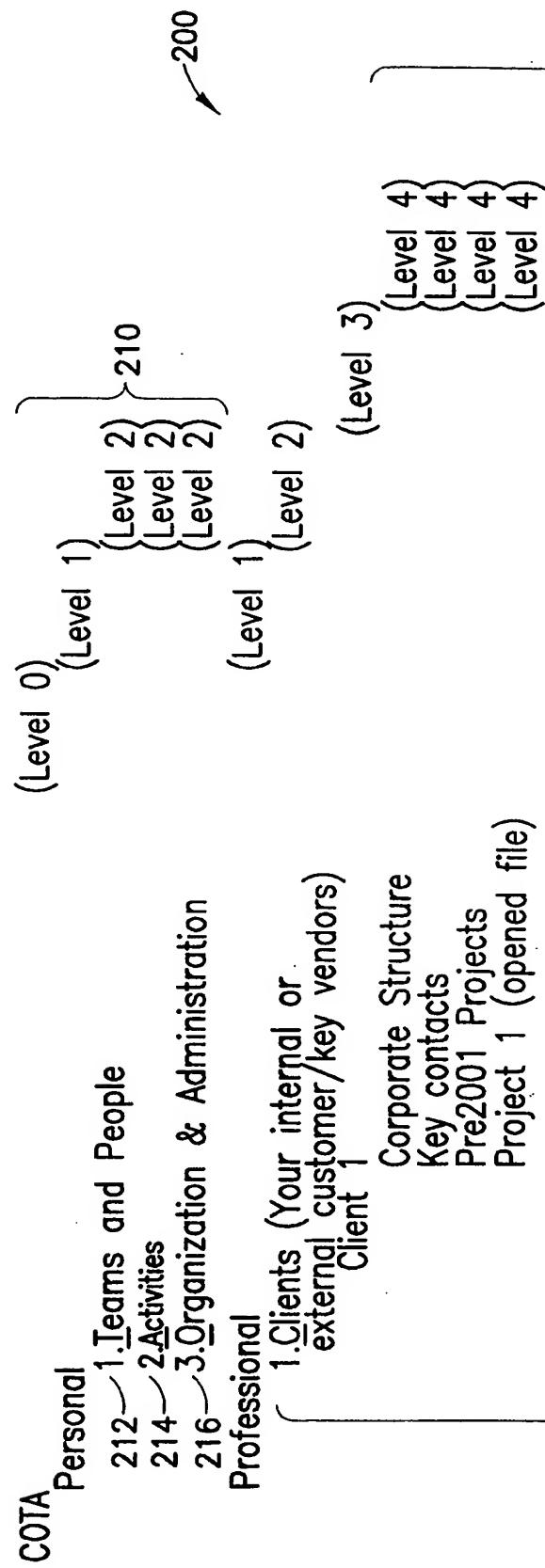


FIG.5A-1

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220

{Level 5}
{Level 5}

2002 04 Email from Client on Bid
2003 05 Spreadsheet of Pricing for Project 1
2002 06 Pricing Proposal
2002 06 Price Quote sent to Client
2002 06 Price Accepted - PO Number Issued
2002 04 Delivery Quote
2002 07 PowerPoint presentation
of Best Practice for Yourco

{Level 3}
{Level 3}
{Level 3}
{Level 3}

Client 2 (These are other unopened Client Files)

Client 3
Client 4

Other Clients

232 → General Client Information

{Level 2}

{Level 3}
{Level 3}
{Level 3}
{Level 3}

2. Output (offering/offered products)
General Offered Product Info

Product 1
Product 2 (opened file)

{Level 4}
{Level 4}
{Level 4}
{Level 4}

Competitor A Information
Competitor B Information
Competitor C Information
Marketing Message

Pricing
Specifications

Product 3
General Product Information
Value Added Offerings

250

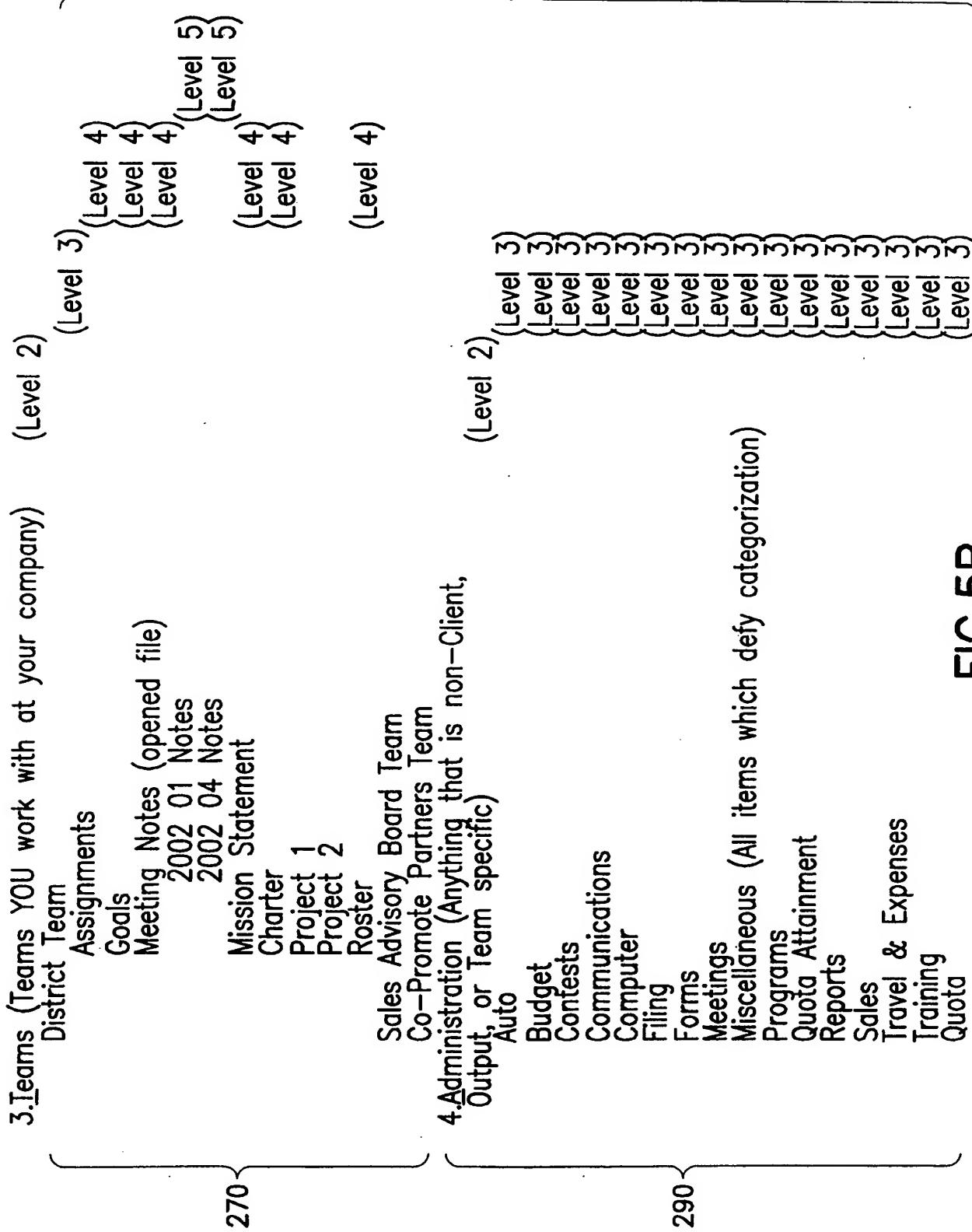
230

Client 2 (These are other unopened Client Files)
Client 3
Client 4
Other Clients
232 → General Client Information
2. Output (offering/offered products)
General Offered Product Info
Product 1
Product 2 (opened file)
Competitor A Information
Competitor B Information
Competitor C Information
Marketing Message
Pricing
Specifications
Product 3
General Product Information
Value Added Offerings

FIG.5A-2

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SCALEABLE

GROUP	SALES DIV.	MARKETING DIV.	HR DIVISION	ADMIN. DIV.	INDIVIDUAL
GLOBAL ENTERPRISE COTA	GLOBAL SALES COTA	GLOBAL MARKETING COTA	GLOBAL HUMAN RESOURCES COTA	ADMINISTRATION COTA	CEO COTA
GLOBAL BUSINESS UNIT COTA	SALES BUSINESS UNIT COTA	MARKETING BUSINESS UNIT COTA	HUMAN RESOURCES BUSINESS UNIT COTA	ADMINISTRATION BUSINESS UNIT COTA	VP COTA
GLOBAL DIVISION COTA	SALES DIVISION COTA	MARKETING DIVISION COTA	HUMAN RESOURCES DIVISION COTA	ADMINISTRATION DIVISION COTA	DIR. OF BUSINESS UNIT COTA
GLOBAL DEPARTMENT COTA	SALES DEPARTMENT COTA	MARKETING DEPARTMENT COTA	HUMAN RESOURCES DEPARTMENT COTA	ADMINISTRATION DEPARTMENT COTA	MIDDLE MANAGER COTA
GLOBAL TEAM COTA	SALES TEAM COTA	MARKETING TEAM COTA	HUMAN RESOURCES TEAM COTA	ADMINISTRATION TEAM COTA	TEAM MANAGER COTA
INDIVIDUAL COTA	SALES INDIVIDUAL COTA	MARKETING INDIVIDUAL COTA	HUMAN RESOURCES INDIVIDUAL COTA	ADMINISTRATION INDIVIDUAL COTA	INDIVIDUAL COTA

300

310

320

330

340

350

UNIVERSAL

FIG. 6

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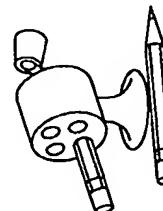
COTA PRO DOCS	COTA PRO LINKS	CORPORATE NEWS	ADVERTISEMENTS
1 CLIENTS		IT'S TIME TO SIGN UP FOR EMPLOYEE BENEFITS. ALL THE FORMS ARE LOCATED IN COTA PRO - ADMIN. - BENEFITS - 2003. CLICK ON MY BENEFITS BELOW TO GO STRAIGHT TO THE FORM	SUPPLYING IS Yourco's PREFERRED OFFICE SUPPLY VENDOR. WE ENCOURAGE YOU NOT TO WASTE OFFICE SUPPLIES. TO PLACE AN ORDER CLICK ON THE ATTACHED LINK
2 OUTPUT			 
3 TEAMS		MY BENEFITS	SUPPLYING INTRANET FORM
4 ADMINISTRATION			420

FIG.7

220

410

400

420

Michaud-Duffy Group LLP
 Title: Universal Knowledge Information and Storage System
 Applicant: Michael R. Song et al.
 Serial Number: New
 Attorney Docket Number: 1041-0001WOUS

10/19

✉ 002 11 Widget Pricing – Message (Rich Text)

File	Edit	View	Insert	Format	Tools	Actions	Help																								
<table border="1"> <tr> <td>Arial</td> <td>10</td> <td>A</td> <td>B</td> <td>I</td> <td>U</td> <td>≡</td> <td>≡</td> </tr> <tr> <td>Send</td> <td>Print</td> <td>Copy</td> <td>Cut</td> <td>Insert</td> <td>Format</td> <td>! ↴</td> <td>▼</td> </tr> <tr> <td>To...</td> <td colspan="6">Options...</td> <td>?</td> </tr> </table>								Arial	10	A	B	I	U	≡	≡	Send	Print	Copy	Cut	Insert	Format	! ↴	▼	To...	Options...						?
Arial	10	A	B	I	U	≡	≡																								
Send	Print	Copy	Cut	Insert	Format	! ↴	▼																								
To...	Options...						?																								
<table border="1"> <tr> <td>adfafafasfasdf</td> <td colspan="7"></td> </tr> <tr> <td>Cc...</td> <td colspan="7"></td> </tr> <tr> <td>Subject:</td> <td colspan="7">002 11 Widget Pricing</td> </tr> </table>								adfafafasfasdf								Cc...								Subject:	002 11 Widget Pricing						
adfafafasfasdf																															
Cc...																															
Subject:	002 11 Widget Pricing																														

Bill,
 460 Here is the latest update on Widget Pricing.
 470 Review and Store in COTA.

 002 11 Widgets
 Pricing 2003.do...
 COTATarget Button

 Click and Store
 Title: 002 11 Widgets Pricing 2003
 COTAPath: Output – Widget – Pricing

450

FIG.8

10/541798

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SENDER	DOCUMENT DELIVERED	DELIVERY LOCATION	DOCUMENT
1 SALES ADMIN.	✉ TERRITORY COMPOSITION REPORTS	1.CLIENT/GENERAL CLIENT INFORMATION/REPORTS	MONTHLY TERRITORY UPDATE REPORT NO MAJOR CHANGES
2 SALES ADMIN.	✉ 003 04 NEW CAR POLICY COMING IN JUNE	4.ADMIN/COMPANY CAR/NEW CAR POLICY	NEW CAR POLICY ONLY RELEVANT WHEN YOU HAVE OVER 50K MILES ON YOUR CAR
3 PUBLIC RELATIONS	✉ 003 04 PRESS RELEASE ABC CEO .msg	4.ADMIN/PR/CEO SPEECHES	OUR CEO'S POSITION ON WIDGETS AND THE ECONOMY
4 NEW ROSTER FOR SAN DIEGO DISTRICT	✉ ROBAT DOCUMENT	3.TEAMS/DISTRICT TEAM/ROSTER UPDATE	SHERYL KELLY INFORMATION ADDED TO ROSTER
5 HR	✉ 003 04 MD LIST FROM HR.msg	4.ADMIN/HR/BENEFITS PLANS/MDs	2 NEW DOCTORS AVAILABLE THROUGH OUR HEALTH PLAN
6 MARKETING	✉ 003 04 COPY OF YESTERDAY'S PRESENTAT	2. OUTPUT/WIDGETS/MARKETING PRESENTATIONS	COPY OF YESTERDAY'S PRESENTATION ON WIDGETS AND THE AMERICAN WAY OF LIFE

480

FIG.9

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FILES DELETED
 FILES COPIED
 FILES PRINTED

500 ↗

510 ↗

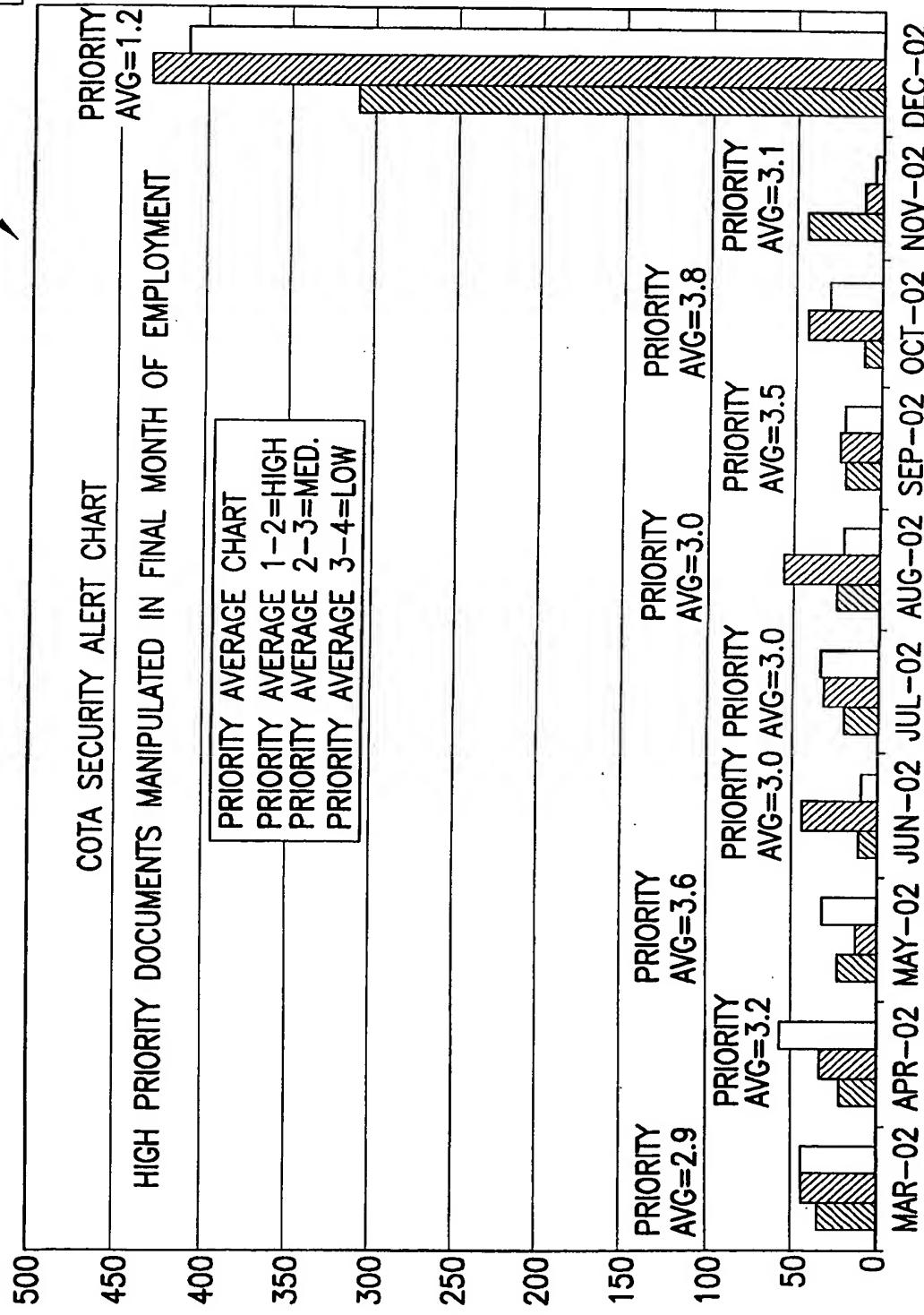


FIG. 10

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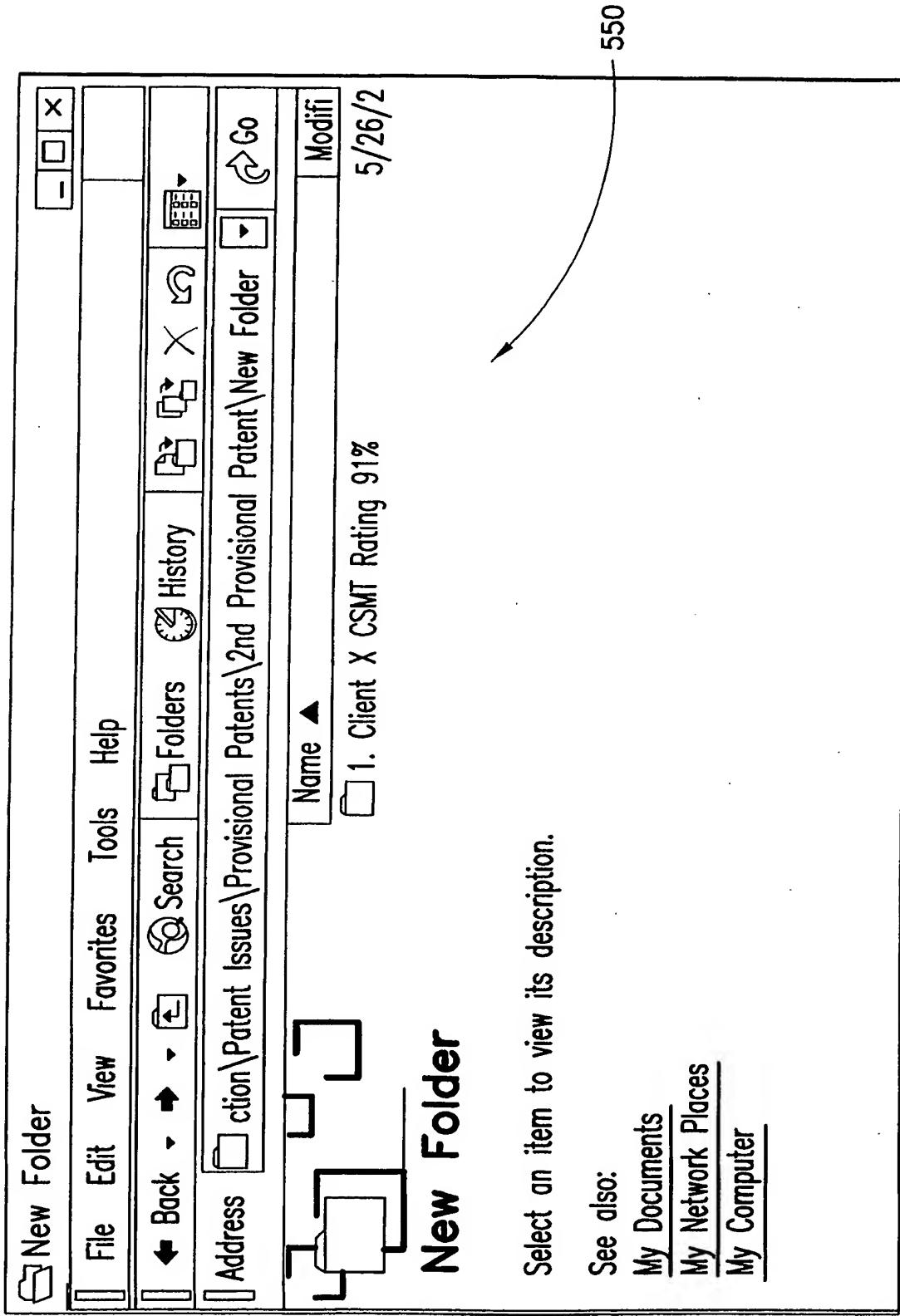


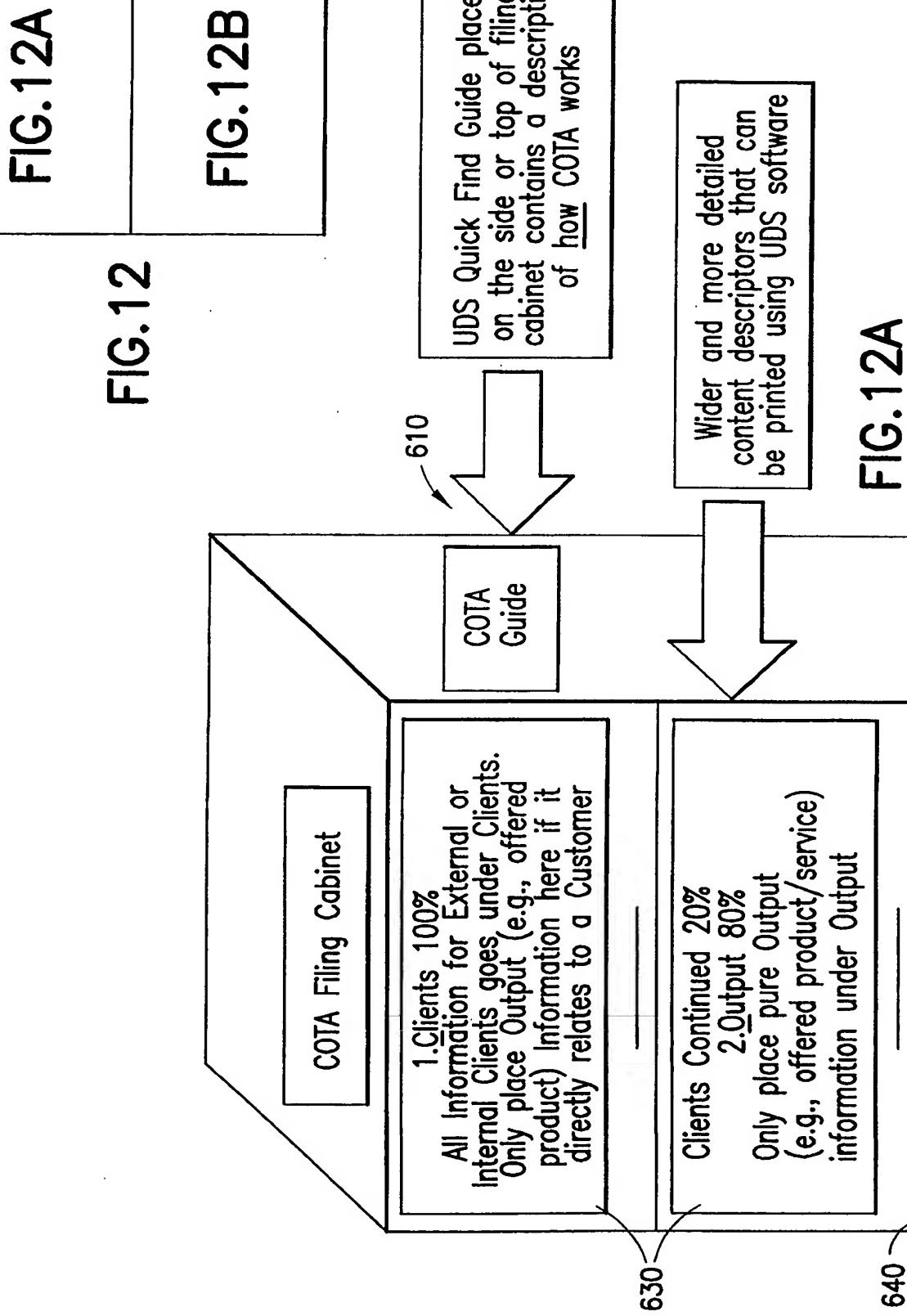
FIG. 1

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FIG. 12A

FIG. 12B

FIG. 12



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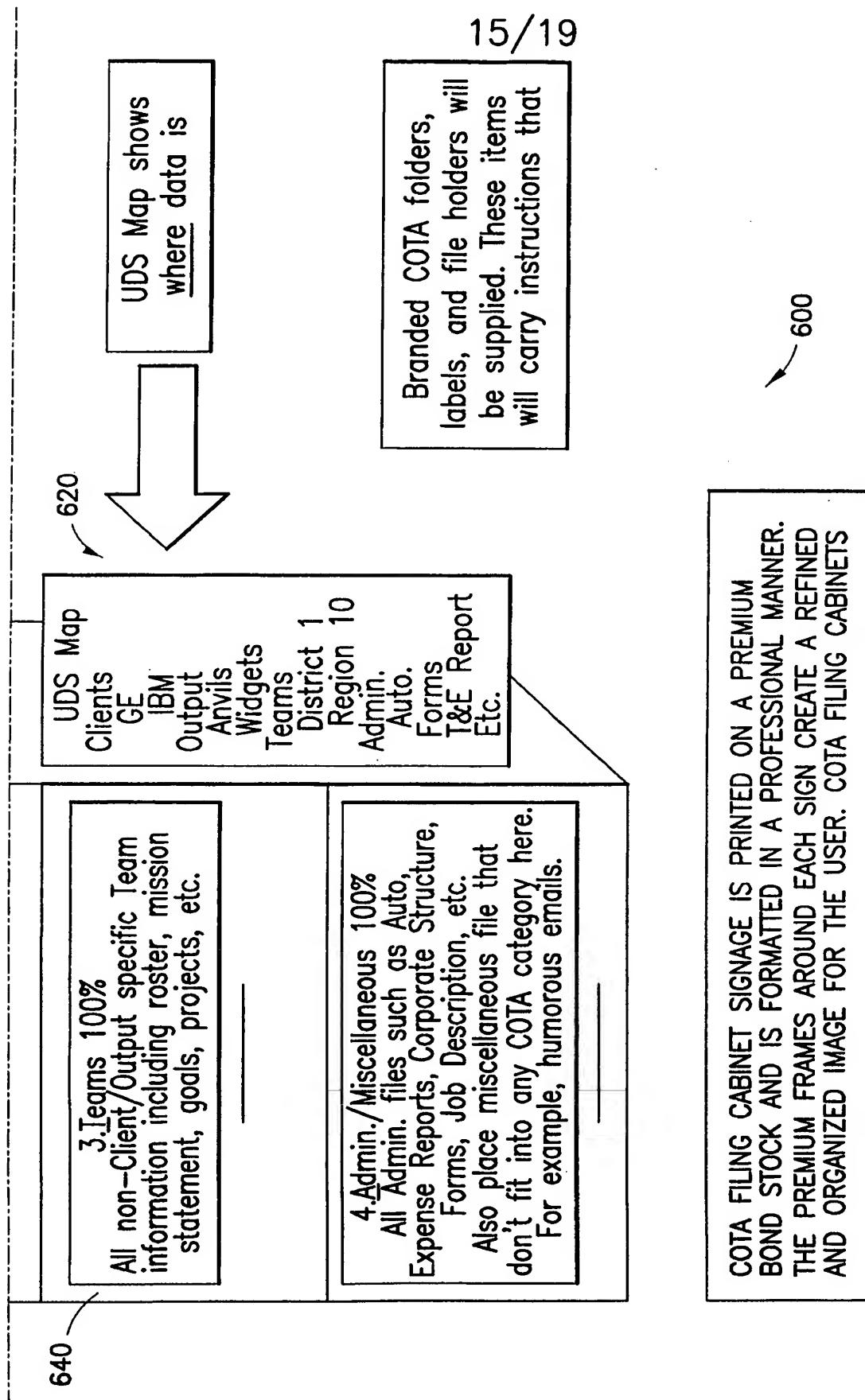


FIG. 12B

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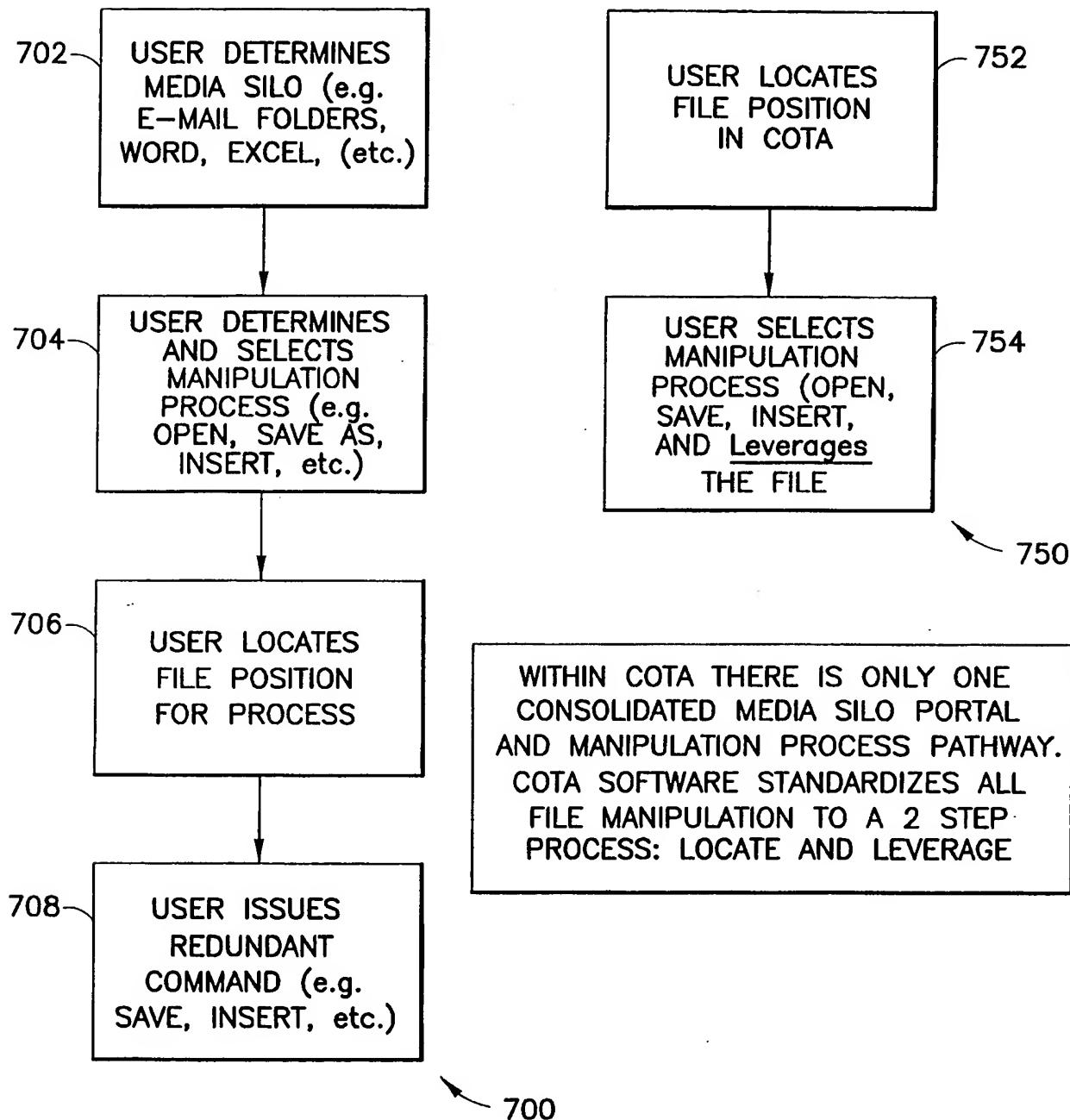


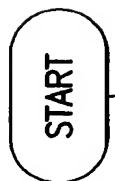
FIG.13

FIG. 14A-1

FIG. 14A-2

FIG. 14A

FIG. 14A-1



CREATE PROTOTYPE UDS MAP AND GAIN BUY IN FROM CONVERSION GROUP

BACK UP DATA ON ZIP DRIVE, SERVER, D:DRIVE etc. & SET AND LOCK IN EXPLORER SETTINGS

CREATE UDS FOLDERS AT LEVEL 1-2. FOR COTA PRO THIS WOULD BE COTA PRO WITH SUBFOLDERS:
1.CLIENTS 2.OUTPUT 3.TEAMS, AND 4.ADMIN.

AT LEVEL 3 AND UP ADD STANDARD UDS FOLDERS SUCH AS GENERAL TOPIC FOLDERS & CUSTOM FOLDERS SPECIFIED BY USER TEAM

PRIORITIZE SUB-FOLDERS BY ADDING NUMERICAL HEADINGS TO BRING THEM TO TOP OF FOLDER

ESTABLISH RULES OF UDS OPERATION THROUGHOUT IMPLEMENTATION PROCESS TO INSURE MAXIMUM QUALITY OF DATA REPOSITORY

DETERMINE ALL KINDS OF DOCUMENTS, SOFTWARE, APPLICATIONS, etc. THAT CAN BE STORED IN THE UDS. (e.g. SPREADSHEETS, etc.)

HARD DRIVE CONVERSION STEP 1: PURGE ALL USELESS DOCUMENTS

HD CONVERSION STEP 2: SAVE DATA THAT IS ALMOST USELESS TO LONG TERM STORAGE SUB-FOLDERS (e.g. 1998 DOCS)

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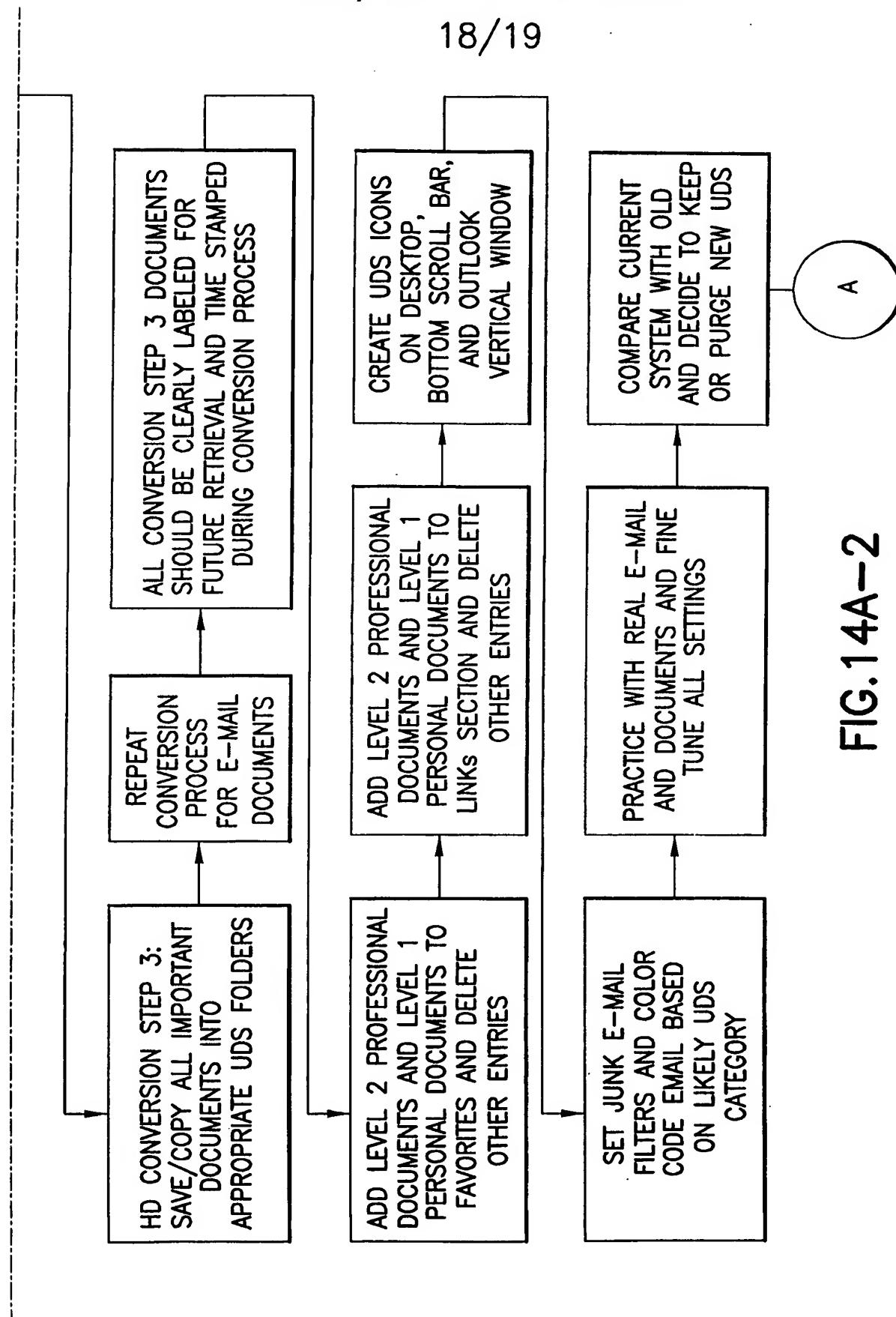


FIG. 14A-2

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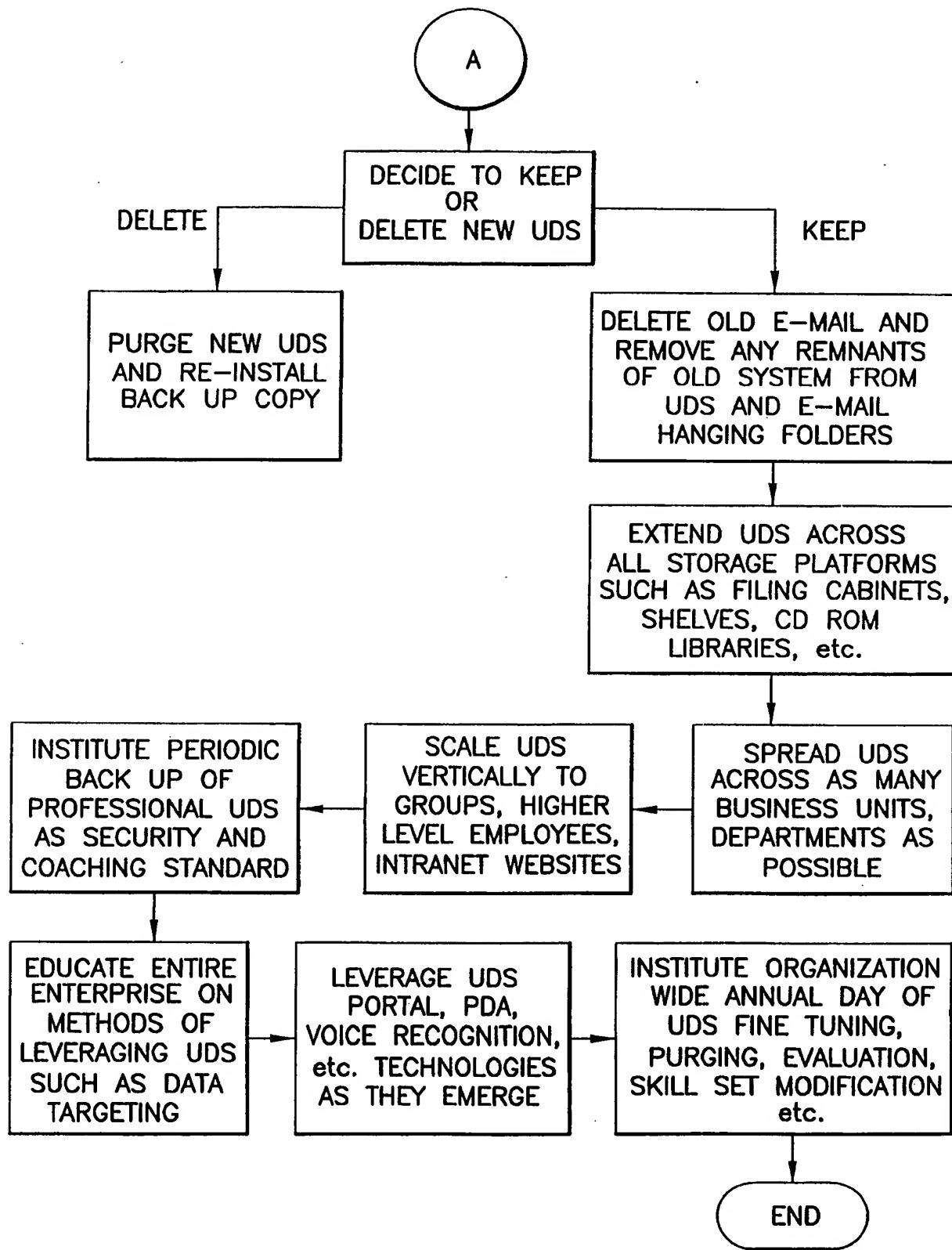


FIG.14B